

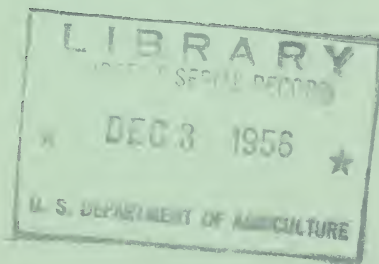
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# List of Publications



INFORMATION 3

NOVEMBER 1956

FARMER COOPERATIVE SERVICE  
U. S. DEPARTMENT OF AGRICULTURE

UNITED STATES DEPARTMENT OF AGRICULTURE  
FARMER COOPERATIVE SERVICE  
WASHINGTON 25, D. C.

JOSEPH G. KNAPP, ADMINISTRATOR

*The Farmer Cooperative Service issues publications explaining the activities and aims of the farmer cooperatives of this country. These publications point out how farmers can make good use of marketing, farm supply, and farm business service cooperatives as well as report the results of research studies made by the Service. Unless otherwise noted, this circular lists the publications currently available from the -*

Information Division  
Farmer Cooperative Service  
U. S. Department of Agriculture  
Washington 25, D. C.

If you order several publications, please mark numerical list on pages 35-43. Then tear out the perforated pages and send them in to have your order filled.

You may obtain free from the Farmer Cooperative Service a limited number of copies of most of the publications listed. The Superintendent of Documents, United States Government Printing Office, Washington 25, D. C., sells Circulars and Bulletins. If you want a larger amount of these two types of publications, you may buy them from that office. Check the right hand columns on pages 35-39 for the price of each publication. The Government Printing Office allows a discount of 25 percent if you purchase in quantities of 100 or more. Please make your check payable to the Government Printing Office.

General Reports and the other miscellaneous publications are not sold, but distributed free in limited quantities by the Farmer Cooperative Service.

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# COOPERATION IN GENERAL

## NEWS FOR FARMER COOPERATIVES

Current information and feature articles on agricultural cooperation appear in this monthly periodical published by the Farmer Cooperative Service, and issued free to cooperatives, public institutions, and persons primarily concerned with furthering the growth of cooperatives among farmers. Others may obtain copies from the Superintendent of Documents, Government Printing Office, Washington, D.C. Subscription \$1.00 a year, \$1.50 a year foreign, single copy 10 cents.

## INDEXES - NEWS FOR FARMER COOPERATIVES

*Volumes 8-16. April 1941-March 1950. 34 pp.*

*Volume 17, 18, 19, 20, 21, 22. April 1950-March 1956.*

Indexes of articles in NEWS FOR FARMER COOPERATIVES. Of interest to persons having files of this periodical. Indexes to the News sell for 15 cents each.

## THE STORY OF FARMERS' COOPERATIVES

*FCS Educational Circular 1. 30 pp. (Formerly FCA E-23.)*

A popular history of the cooperative movement.

## THREE PRINCIPLES OF AGRICULTURAL COOPERATION

*Circular E-24. 8 pp.*

A discussion of certain underlying principles having to do with the business set-up and operating methods of farmers' cooperatives.

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NOTE: This list is ordinarily revised only once a year. Therefore we have left a few blank lines at the end of subject sections. You can then insert brief notes on any new FCS publications you receive announcements of throughout the year if you want to keep this list up to date.



## FARMER COOPERATIVES IN THE UNITED STATES

*FCS Bulletin 1, 1955. 254 pp.*

Gives the present status of all types of agricultural cooperatives in the United States and also some historical background. Of particular interest to those desiring a general picture of farmer cooperation. A major revision of FCA Bulletin 54, Agricultural Cooperation in the United States.

Bulletin Reprint 1 - Poultry and Egg Cooperatives Vary Widely.

Bulletin Reprint 2 - Dairy Cooperatives Help Find Markets.

Bulletin Reprint 3 - Farmers Buy Supplies Cooperatively.

Bulletin Reprint 4 - Cooperatives Market Many Special Crops.

## HALF CENTURY OF CO-OP GROWTH, A

*News for Farmer Cooperatives, January 1951. 28 pp.*

Reviews the progress made by farmer cooperatives in the first 50 years of the 20th century.

## 25 YEARS OF KEEPING CO-OP GUIDEPOSTS UP-TO-DATE

*News for Farmer Cooperatives, January 1952. 16 pp.*

Discusses the services and research of the Cooperative Research and Service Division, now the Farmer Cooperative Service.

## THE PLUS VALUE IN CO-OPS

*News for Farmer Cooperatives, January 1953. 24 pp.*

Points out some of the services farmer cooperatives have been first in offering, and also other services they perform that paced progress in agriculture.

## FARMER COOPERATIVES MEET NEW PROBLEMS

*News for Farmer Cooperatives, January 1954. 28 pp.*

Cites ways marketing, farm supply, and service cooperatives are helping farmers solve their problems through increased efficiency.



## NEW IDEAS FOR NEW TIMES

*News for Farmer Cooperatives, January 1955. 28 pp.*

Presents the challenges farmers and their cooperatives face and gives some examples of how the associations are meeting current problems.

## FARMERS ADJUST THEIR CO-OP SIGHTS

*News for Farmer Cooperatives, January 1956. 32 pp.*

Shows how farmer cooperatives adjust to environmental conditions in which they operate, by drawing on basic research and fundamentals, as well as new techniques and procedures to make the needed shifts.

## SIZING UP YOUR COOPERATIVE

*Educational Circular 11. April 1956. 13 pp.*

Outlines the principal factors which serve as co-op yardsticks.

## FORMING FARMER COOPERATIVES

*Educational Circular 10. April 1956 (Revised). 12 pp.*

For interested producers, technical advisers, teachers, and students of agricultural cooperation.

## MERCHANDISING BY FARMERS' COOPERATIVES

*Circular E-22. 16 pp.*

Describes the merchandising methods of large and well-organized cooperative sales agencies. For members, management, students, and teachers.

## ORGANIZING A FARMER COOPERATIVE

*FCS Circular 18*

Discusses steps to be taken in organizing a farmer cooperative, including sample forms to be used at various stages.

## RECENT FEDERAL INCOME TAX CHANGES AFFECTING COOPERATIVES

*Miscellaneous Report 156, 1951. 14 pp.*

Explains recent changes in Federal Income tax laws and regulations, with Supplement 1.

## RECENT FEDERAL INCOME TAX CHANGES AFFECTING FARMER COOPERATIVES

*General Report 1, 1954. 18 pp.*

Explains amendments of May 29, 1953, to Internal Revenue Service regulations and takes place of Supplement No. 2 to Miscellaneous Report 156.

## PREPARING FEDERAL ANNUAL RETURNS FOR TAX-EXEMPT FARMERS' COOPERATIVES

*Miscellaneous Report 106, 1947. 34 pp.*

## EMPLOYEE INCENTIVE PLANS IN INDUSTRY

*General Report 12. 1955. 42 pp.*

Summarizes information available on incentive payment plans in various kinds of businesses outside the cooperative field.

## PERSONNEL MANAGEMENT IN FARMERS' COOPERATIVES

*Circular C-123, 1941. 35 pp.*

"What personnel policies are followed by other co-ops?" is a question of importance to farmers' organizations. Some answers are to be found in this circular, based on a survey of the personnel policies and problems of 42 selected associations.

## GOOD MANAGEMENT KEY TO CO-OP SUCCESS

*Reprint 52, 1953. 24 pp.*

Includes several articles reprinted from the NEWS FOR FARMER COOPERATIVES dealing with the importance of good management.

## STATISTICS OF FARMER COOPERATIVES, 1952-53

*General Report 15, 1955. 73 pp.*

Reports number, membership, and business of farmers' marketing, farm supply and related cooperatives.

## STATISTICS OF FARMER COOPERATIVES, 1953-54

*General Report 23, 1956. 71 pp.*

Gives number, volume of business, and membership of marketing, farm supply and service cooperatives of farmers in the United States. Also breaks down this information by commodities.

## RESEARCH IN AGRICULTURAL COOPERATION - PROBLEM AREAS - PRELIMINARY

*Miscellaneous Report 176, 1953. 53 pp.*

Represents a broad consensus of needed research in agricultural cooperation. Its primary object is to point out specific problems to research workers.

## FARMERS' EQUITIES IN THEIR MARKETING AND FARM SUPPLY COOPERATIVES, 1954

*General Report 27, 1956. 6 pp.*

Shows farmers had over \$1.8 billion invested in their marketing and farm supply co-ops in 1954, compared to \$1.3 billion in 1950. Also discusses the changes in equity capital by the type of association.

## BIBLIOGRAPHY ON COOPERATION IN AGRICULTURE

*U.S.D.A. Library List 41, 1948. 178 pp. Approx. 2,300 references.*

Provides a basic source of information on agricultural cooperation for teachers, research workers, students, officials and members of farmer cooperatives, and others.

## BIBLIOGRAPHY ON COOPERATION IN AGRICULTURE

*Supplement 1, U.S.D.A. Library List 41, 1954. 21 pp.*

This new list brings up to date from 1946 through 1953 the references on agricultural cooperatives in U. S. Department of Agriculture Library List 41.

## THE WORK OF THE FARMER COOPERATIVE SERVICE

*Reprint 100, 1955. 12 pp.*

Explains what the Farmer Cooperative Service is, what it is expected to do, and how it carries out its job.

## MEMBER AND PUBLIC RELATIONS

### FARMER COOPERATIVE FILMS

*Information 2, 1956. 35 pp.*

Compiles a current list of motion pictures available from cooperatives, and State and national organizations serving farmer cooperatives.

### HOW WOMEN HELP THEIR FARMER CO-OPS

*FCS Circular 15, 1956. 43 pp.*

Describes in some detail how five cooperatives run effective programs for women in their cooperatives. Also offers a general review of women's programs among cooperatives.

### DIRECTORS DRIVEWHEEL OF COOPERATIVES

*Reprint 2, 1951. 28 pp.*

Brings together in one place a number of articles published in recent years in NEWS FOR FARMER COOPERATIVES on jobs, duties, and headaches of directors.

### MEMBERSHIP PUBLICATIONS TELL CO-OP STORY

*Reprint 5, 1951. 20 pp.*

Reprints of a number of articles taken from NEWS FOR FARMER COOPERATIVES on the subject of membership relations.

### IDEAS FOR MAKING ANNUAL MEETINGS EFFECTIVE

*Reprint 9, 1951. 20 pp.*

Contains reprints of articles from NEWS FOR FARMER COOPERATIVES on how to improve annual meetings.

### PUBLIC RELATIONS INEVITABLE

*Reprint 11, 1951. 32 pp.*

This 32-page reprint contains many articles published in NEWS FOR FARMER COOPERATIVES in recent years on education and public relations vital to cooperative operation.

### NEW IDEAS ON PUBLIC RELATIONS

*Reprint 57, 1953. 20 pp.*

Furnishes more recent articles on education and public relations activities, picked up from the NEWS FOR FARMER COOPERATIVES, to supplement Reprint 11.

## PATRONS APPRAISE COOPERATIVE RELATIONS

*Circular C-140, 1951. 46 pp.*

Gives results of a case study of one cooperative on effective ways to maintain good relations with members and the public.

## MAKING YOUR MEMBERSHIP PUBLICATION DO THE JOB

*Miscellaneous Report 174, 1953.*

Outlines ways to improve cooperative membership publications.

## SELECTING AND ELECTING DIRECTORS OF FARMERS' COOPERATIVES

*General Report 14, 1955. 33 pp. (Formerly FCA Miscellaneous Report 161.)*

Gives results of a survey of farmer cooperatives on methods of selecting nominees for membership of boards of directors, election of directors, term of office, size of board, frequency of meetings, and compensation of directors.

## EDUCATIONAL PRACTICES OF FARMER COOPERATIVES

*General Report 8, 1951. 53 pp. (Formerly Miscellaneous Report 140.)*

Gives educational practices of 237 leading farmer cooperatives in the United States.

## THE WORK OF STATE COOPERATIVE COUNCILS

*General Report 26, 1956. 75 pp.*

Discusses growth of the State Councils and some of their achievements.

## MAKING THE MOST OF YOUR CO-OP ANNUAL MEETING

*Miscellaneous Report 92, 1945. 28 pp.*

Suggestions for getting attendance and holding more effective meetings.

## FORMULAS FOR ANNUAL MEETINGS

*News for Farmer Cooperatives, July 1953. 16 pp.*

Several farmer cooperatives provided these articles from the News on how they conducted effective annual meetings.



## MEMBER PARTICIPATION ... WHAT, HOW AND WHY?

*Reprint 103, 1955. 8 pp.*

Includes three articles from the NEWS FOR FARMER COOPERATIVES entitled "What Does Participation Mean?", "How Can We Get More Member Participation?", and "What Makes a Satisfied Co-op Member?"

## WOMEN AND CO-OPS

*Reprint 123, 1956. 16 pp.*

A collection of articles from the NEWS FOR FARMER COOPERATIVES describing how women in various sections of the country aid their farmer cooperatives.

## YOUNG PEOPLE AND CO-OPS

### BETTER LIVING

*FCS Educational Aid 3, 1955. 30 pp. (Formerly Circular E-40)*

Circular adapted from a series of colored slides and suggested lecture notes in cooperation with Pennsylvania Association of Farmer Cooperatives and the American Institute of Cooperation to explain to FFA members the place of farmer cooperatives in our American free enterprise system.

### COOPERATIVE BUSINESS TRAINING FOR FARM YOUTH

*FCS Circular 1, 1953. 54 pp. (Formerly FCA Circular E-37.)*

Sets forth general ways in which local cooperatives and youth leaders can help to provide training in farmer cooperatives for rural youth.

## FUTURE FARMERS AND CO-OPS

*Educational Aid 4. Reprinted from NEWS FOR FARMER COOPERATIVES. 50 pp.*

These articles describe youth activities in cooperation sponsored by cooperatives, 4-H clubs, vocational agriculture classes, Future Farmers, Farm Bureau, and others.

## GUIDE FOR TEACHING FARMER COOPERATION

*FCS Educational Circular 3, 1955. 36 pp. (Revision of FCA Circular E-34.)*

Provides subject matter for vocational agriculture instructors to use in teaching about farmer cooperatives.

## USING A LOCAL COOPERATIVE AS SOURCE MATERIAL FOR TEACHING

*Circular E-25. 9 pp.*

For county agents, vocational teachers, and others giving instruction in agricultural cooperation.

## FARMER COOPERATIVES IN OUR COMMUNITY

*Educational Circular 12, 1956. 40 pp.*

An outline for classes and discussion groups which is a description of the way in which farmer cooperatives have developed in a typical rural community.

## FARMER COOPERATION ... AN AMERICAN WAY

*FCS Educational Aids 1-A, 1-B, 1-C, 1-D, 1-E, and 1-F, 1-G, 1955 and 56, 4 to 11 pp. each. (Formerly FCA Circular E-35.)*

Give suggested demonstrations and illustrated lectures for use by leaders of 4-H clubs and young men and women's groups.

## 4-H CLUBS AND CO-OPS

*FCS Educational Aid 2, 1955. 16 pp.*

Reprint of articles appearing in NEWS FOR FARMER COOPERATIVES on 4-H clubs and their activities.



## COOPERATIVES IN OTHER COUNTRIES

### CO-OPS IN OTHER LANDS

*Reprint 23, 1952. 40 pp.*

Reprints of several articles appearing in NEWS FOR FARMER COOPERATIVES about cooperatives in other countries.

### AGRICULTURAL COOPERATION IN DENMARK AND SWEDEN

*Miscellaneous Report 165, 1952. 40 pp.*

### AGRICULTURAL COOPERATION IN WESTERN EUROPE

*General Report 4.*

#### SECTION A - THE BENELUX COUNTRIES, 1954. 60 pp.

First in a series of reports on cooperatives in Western Europe, Section A covers information on agricultural cooperatives in Belgium, the Netherlands, and Luxembourg.

#### SECTION B - ENGLAND, FRANCE, ITALY, AND SWITZERLAND, 1955. 125 pp.

Second in a series of reports on cooperatives in Western Europe, Section B gives information on agricultural cooperation in England, France, Italy, and Switzerland.

#### SECTION C - NORWAY, SWEDEN AND DENMARK, 1955. 85 pp.

Last in this series of reports on cooperatives in Western Europe, Section C discusses agricultural cooperation in Norway, Sweden and Denmark.

# COOPERATIVE MARKETING

## Cotton and Cottonseed

### PROCESSING AND MARKETING COTTONSEED COOPERATIVELY

*General Report 21, 1956. 76 pp.*

Gives in some detail information on the organization, services, operating methods, and policies of cooperative cottonseed oil mills.

### USING GIN MACHINERY MORE EFFECTIVELY

*FCS Bulletin 7, 1955. 36 pp.*

Analyzes relative efficiency of various methods of gin operations and gives major causes of lost time, volume, and revenue during peak ginning season for 23 Texas gins.

### USING YOUR CO-OP GIN

*Circular E-9, 1939. 12 pp.*

For county agents, extension workers, vocational teachers, and others; and for distribution to students.

### ORGANIZING A COOPERATIVE COTTON GIN

*Circular C-109, 1939. 66 pp.*

Outlines the steps to be taken in setting up a cooperative gin. (Suggested organization forms.)

### COSTS AND MARGINS OF COOPERATIVE COTTON

GINS 1948-49 AND 1947-48

*Bulletin 67, 1951. 87 pp.*

Analyzes factors affecting costs and margins of 200 cooperative cotton gins in 8 cotton areas, representing 89 cotton producing counties in 7 States from Alabama to California.

### CRUSHING COTTONSEED COOPERATIVELY

*Circular C-114, 1939. Reprinted 1951. 27 pp.*

Discusses organizational structure and operating policies and practices of cooperatives crushing cottonseed.

## THE COTTON PRODUCERS ASSOCIATION - ITS COTTON MARKETING AND SUPPLY PURCHASING SERVICES

*Circular C-131, 1948. 89 pp.*

Analysis of operations of the Cotton Producers Association, Atlanta, Ga., which markets cotton for Georgia, Alabama, and South Carolina farmers and purchases and manufactures farm supplies for farmers in Georgia, Alabama, and Florida.

## COTTONSEED IMPROVEMENT ASSOCIATIONS

*Circular C-130, 1947. 30 pp.*

A report based on survey of progress and objectives of cooperatives that conduct cottonseed improvement programs on a State-wide basis.

## WORKING MANUAL FOR COOPERATIVE COTTONSEED OIL MILL OPERATORS

*Miscellaneous Report 128, 1949. 48 pp.*

Manual for managers, directors, and other officials of cooperative cottonseed oil mills. Gives information on yield, production, seasonal marketing, crushing, consumption, and quantity and prices for cottonseed products. Also gives similar information on fats and oils and general economic situation.

## Dairy Products

### BULK MILK HANDLING IN 1955

*General Report 22, 1956. 38 pp.*

Summarizes the extent and nature of the adoption of bulk methods of farm-to-plant transportation of milk as of March 1955.

## SELECTING A PROGRAM FOR BUTTERFAT SAMPLING

*FCS Circular 11, 1956. 18 pp.*

Condenses conclusions derived from a more detailed study on butterfat sampling and testing programs and is pointed toward the less technical audience.

## COMPARING BULK AND CAN MILK HAULING COSTS

*FCS Circular 14, 1956. 13 pp.*

Reports results of cost comparisons between can and bulk milk hauling operations of two midwestern cooperatives. Also estimates significance to producers of potential cuts in hauling costs due to or associated with bulk handling.

## MEETING SEASONAL PROBLEM OF DAIRY COOPERATIVES THROUGH EDUCATION

*FCS Bulletin 9, 1956. 42 pp.*

Discusses the educational approach to the problem of leveling out seasonally the volume of milk delivered from farms. Useful in suggesting ideas for effective methods of informing members.

## DAIRY COOPERATIVES HELP FIND MARKETS

*Bulletin Reprint 2, 1956. 14 pp.*

A reprint from FCS Bulletin 1, Farmer Cooperatives in the United States. Gives history, current status, and trends among dairy cooperatives.

## PROGRESS IN FARM-TO-PLANT BULK MILK HANDLING

*FCS Circular 8, 1954.*

Reports on extent, location and practices of dairy firms -- cooperatives and others -- in adopting bulk milk handling, first such complete survey on this new development in the dairy industry.

## SELLING MILK -- IDEAS FOR COOPERATIVE MANAGERMENTS

*FCS General Report 20, 1955. 50 pp.*

Outlines problems in selling fluid milk and describes ways in which cooperatives have sought to meet these problems. Also provides helpful hints on developing sales personnel and maintaining good public relations.

## PRICING MILK ACCORDING TO USE

*FCS Bulletin 6, 1955. 50 pp.*

Discusses objectives of class pricing, bases for grouping products, and number of classes necessary. Also reviews some marketing problems and special implications of class pricing for cooperatives.

## MILK DISTRIBUTION COSTS OF GEORGIA COOPERATIVES

*FCS General Report 16, 1955. 39 pp.*

Gives results of a cost study of 13 milk distributing cooperatives in Georgia -- comparing investment and operating costs of different size groups.

## FLOOR PLANS FOR SMALL COOPERATIVE DAIRY PLANTS

*Miscellaneous Report 93, 1945. 36 pp.*

Explains and illustrates several floor plans to guide associations planning to expand or remodel their plants.

## FARM-TO-PLANT MILK HAULING PRACTICES OF DAIRY COOPERATIVES

*Bulletin 69, 1952. 63 pp.*

Discusses milk hauling practices of a selected group of cooperatives.

## COOPERATIVE CREAMERY ACCOUNTING

*Bulletin 39, 1939. 99 pp.*

Description of accounting problems and procedures, both financial and product, during organization and operation of local cooperative creameries. Suggested forms and sample entries illustrate the procedure for each operation, including the preparation of summary statements and annual reports.

## FALL PREMIUM MILK PRICING PLANS

*FCS Circular 4, 1952. 39 pp. (Formerly FCA Circular C-147.)*

Describes fall premium plans for pricing milk, evaluates these plans, and gives basic preliminary problems in designing fall premium plans.

## BUTTER PRICING BY IOWA CREAMERIES

*Circular C-136, 1950. 38 pp.*

Gives methods of pricing butter by more than 70 creameries in Iowa and outlines factors involved in determining prices paid by individual creameries.

## ESTIMATING THE "MARKET VALUE" OF A MILK DISTRIBUTING BUSINESS

*General Report 3, 1954. 36 pp.*

Provides management of small cooperatives with market value information to assist them in selling or buying milk distributing businesses.

## DISTRIBUTION OF MILK BY FARMERS' COOPERATIVE ASSOCIATIONS

*Circular C-124, 1941. 72 pp.*

Survey of the development and status of farmer cooperatives engaged in bottling and distributing milk and cream in the United States. Operating experiences of selected associations are summarized to indicate capital needs, financial problems, organizations in operating policies, and general methods of building and maintaining sales volume.

## OPERATING METHODS OF CHALLENGE CREAM AND BUTTER ASSOCIATION

*Circular C-119, 1940. 52 pp.*

Presents the special features of this association which seem to merit the attention of other groups engaged in similar cooperative activities.

## DEVELOPING BUTTERFAT SAMPLING AND TESTING PROGRAMS

*FCS Bulletin 5, 1954.*

Describes variations in butterfat tests of individual producers to help cooperatives select the best sampling program at a minimum cost.

## BUTTERFAT SAMPLING IN BULK HANDLING AND COMPARATIVE MILK SOLIDS LOSSES

*General Report 10, 1955. 32 pp.*

Evaluates butterfat sampling procedures used in the bulk handling of milk. It also compares losses of milk solids with the bulk and the conventional can system.



PRODUCTION AND SALES RECORDS FOR MILK  
DISTRIBUTING COOPERATIVES

*Miscellaneous Report 159, 1952. 49 pp.*

Presents a series of product and sales records designed to help milk distributing cooperatives meet their record keeping problems.

DAIRY COOPERATIVES AND LARGE-SCALE PLANTS

*Miscellaneous Report 155, 1951. 37 pp.*

Discusses the trend toward large-scale dairy plants.

BASE-SURPLUS PLAN IN THE MADISON, WIS., MILK MARKET

*Miscellaneous Report 136, 1949. 24 pp.*

Tells how the base surplus plan has helped to solve seasonal surplus problem.

AN ANALYSIS OF THE BASE-QUOTA PLAN IN THE MEMPHIS MILKSHED

*Miscellaneous Report 131, 1949. 42 pp.*

Explains how the base-quota plan is working for dairy producers in this area.

PUMPING CURD AND WHEY IN MAKING  
CHEDDAR AND GRANULAR CHEESE

*Miscellaneous Report 160, 1952. 19 pp.*

Designed to assist cooperative and other cheese plants, this study indicates that there are savings in making cheddar cheese by pumping curd and whey. Savings are even greater when this method is used to make granular cheese.



## Fruits and Vegetables

### USING YOUR FRUIT AND VEGETABLE CO-OP

*FCS Educational Circular 7, 1955. 12 pp.*

For county agents, extension workers, vocational teachers, and others; and for distribution to students.

### COOPERATIVE FRUIT AND VEGETABLE SHIPPING POINT AUCTIONS

*Bulletin 64, 1951. 60 pp.*

Discusses reasons why cooperative fruit and vegetable auctions have proved so popular and also some of the limitations to selling by this method.

### COOPERATIVE MARKETING OF POTATOES IN THE UNITED STATES

*Bulletin 62, 1951. 74 pp.*

Outlines origin and growth of cooperative potato marketing, its services to agriculture and contribution to marketing, and suggests possible future course of cooperative development in the potato industry.

### COOPERATIVE MARKETING OF APPLES IN THE UNITED STATES

*Bulletin 55, 1948. 101 pp.*

Shows origin and development of cooperative marketing of apples, the services these associations perform, and their contributions to the apple industry.

### TERMINAL FRUIT AUCTIONS AS MARKETING AGENCIES FOR FARMER COOPERATIVES

*Bulletin 29, 1938. 90 pp.*

Analyzes in detail the functions and services of terminal auctions to help cooperatives determine whether they should market their fruits and vegetables by this method.

### FOOD BROKERS APPRAISE COOPERATIVE MARKETING PRACTICES

*Circular C-142, 1951. 17 pp.*

Summarizes information obtained from food brokers handling about two-thirds of the fruits and vegetables canned by cooperatives.

## WORKING TOGETHER TO MARKET FLORIDA CITRUS FRUIT

*Circular C-141, 1951. 24 pp.*

Contains opinions and suggestions from a group of 80 Florida fresh citrus fruit shippers and 34 citrus processors on marketing citrus.

## CITRUS PACKING HOUSE COST IN CALIFORNIA

*Circular C-138, 1951. 16 pp.*

Discusses the factors affecting the cost of packing citrus fruit in California.

## MEMBERS KNOWLEDGE AND ATTITUDES -- CALAVO GROWERS OF CALIFORNIA

*Circular C-137, 1950. 15 pp.*

Report of a study made of what members think of their cooperatives and what they know about them.

## THE CALIFORNIA FRUIT GROWERS EXCHANGE SYSTEM

*Circular C-135, 1950. 124 pp.*

Discusses citrus fruit industry in California and Arizona with particular emphasis on the operations of the California Fruit Growers Exchange (now known as Sunkist Growers, Inc.)

## YOUR PEACHES IN THE MARKET

*Circular C-134, 1950. 9 pp.*

Offers suggestions for improved marketing of peaches, based on a study of the marketing of Colorado peaches.

## MARKETING POLICIES OF THE CALIFORNIA PRUNE AND APRICOT GROWERS ASSOCIATION

*Circular C-132, 1948. 54 pp.*

Analysis of the business set-up and marketing system of the Sunsweet association.

## ACQUIRING CITRUS FRUIT FOR CONCENTRATING BY PROCESSORS IN FLORIDA

*Miscellaneous Report 173, 1953.*

Gives ways processors acquire citrus fruit for concentrates.

## SELECTED INDUSTRY-WIDE FRUIT MARKETING PROGRAMS

*Miscellaneous Report 167, 1952.*

Describes in detail four representative marketing programs operating under Government legislation: the British Columbia tree fruit industry in British Columbia, peaches-for-processing in Ontario, California lemon products, and California dried prunes.

## COST OF PREPACKAGING POTATOES

*Miscellaneous Report 163, 1952.*

Analyzes the costs of packaging potatoes in the four most popular sizes -- 100, 50, 15 and 10-pound packages -- as reported by 19 cooperative farm and centralized packers.

## OPINIONS OF BUYERS ON THE MARKETING PROGRAM OF CRANBERRY COOPERATIVES

*Miscellaneous Report 154, 1951. 16 pp.*

Discusses marketing program of cranberry cooperatives.

## COORDINATING THE MARKETING OF FLORIDA CITRUS FRUIT

*Miscellaneous Report 143, 1950. 69 pp.*

Gives data and opinions assembled from 80 Florida fresh citrus fruit shippers and 34 citrus processors.

## MARKETING PRACTICES OF COOPERATIVES PROCESSING CANNED AND FROZEN FRUITS AND VEGETABLES

*Miscellaneous Report 151, 1949. 88 pp.*

Gives general picture of the distribution channels used and sales policies employed by these cooperatives during the 1948-49 season.

## FARMERS' PRODUCE MARKETS IN THE UNITED STATES PART I. HISTORY AND DESCRIPTION

1948. 147 pp.

Gives history and description of farmers' produce markets and contains a list of 724 farmers' markets found operating in 1946.

## FARMERS' PRODUCE MARKETS IN THE UNITED STATES PART II. PLANS AND FACILITIES

*Miscellaneous Report 107, 1947. 112 pp.*

## CALIFORNIA WALNUT GROWERS ASSOCIATION

*Circular C-146, 1952. 32 pp.*

This circular tells the history, operations and growth of the California Walnut Growers Association, a federation of local co-ops owned by their members. Recently this co-op changed its name to Diamond Walnut Growers, Inc.

## Grain

### NEW COUNTRY ELEVATORS -- INFLUENCE OF SIZE AND VOLUME ON OPERATING COSTS

*FCS Circular 10, 1955. 29 pp.*

Shows influences of size and volume on operating costs of local elevators in the hard winter Wheat Belt and offers suggestions on building new facilities.

### USING YOUR CO-OP ELEVATOR

*FCS Educational Circular 8. 12 pp.*

For county agents, extension workers, vocational teachers, and others; and for distribution to students.

### FACTORS AFFECTING MARGINS AND COSTS IN MARKETING KANSAS GRAIN, 1945-46 TO 1948-49

*Bulletin 66, 1951. 60 pp.*

Discusses influence of volume, managers' ability, business competition, and storage operations on costs. Study includes 48 cooperative elevator associations in Kansas.

WHERE AND HOW MUCH CASH GRAIN STORAGE FOR INDIANA FARMERS  
*Bulletin 68, 1952. 46 pp.*

Gives information on advantages and disadvantages to Indiana farmers of storing cash grain at local terminal elevators and also factors affecting how much storage is needed.

WHERE AND HOW MUCH CASH GRAIN STORAGE  
FOR NORTH DAKOTA FARMERS

*Bulletin 61, 1951. 52 pp.*

Compares costs to North Dakota farmers of storing cash grain on the farm, at the country elevator, or in the terminal elevator. Also gives background for decision that storage should be provided for only average or normal requirements.

WHERE AND HOW MUCH CASH GRAIN STORAGE FOR OKLAHOMA FARMERS  
*Bulletin 58, 1950. 48 pp.*

Compares cost to Oklahoma farmers of storing cash grain on the farm, at the country elevator, or in the terminal elevator. Also gives background for decision that storage should be provided for only average or normal requirements.

COOPERATIVE GRAIN MARKETING IN THE PACIFIC NORTHWEST  
*Bulletin 40, 1940. 44 pp.*

Describes methods of handling and marketing grain based on analysis of the financial status, income, expenses, and unit costs of operation of cooperative elevators and warehouses.

ARTIFICIAL CORN DRYING BY SELECTED ELEVATORS IN INDIANA  
*General Report 5, 1954.*

Compares the costs, charges and practices for artificial drying of corn at 29 country elevators with those of a terminal elevator.

ACCOUNTING PROCEDURE FOR COOPERATIVE GRAIN ELEVATORS  
*Bulletin 28, 1938. 222 pp.*

Detailed outline of recommended accounting procedure for the use of cooperative grain elevators; includes specific examples of accounting forms and methods of setting up and operating individual accounts.



## CHANGING GRAIN STORAGE COSTS, FARM VS. ELEVATOR

*FCS Circular 6, 1953. 20 pp. (Formerly FCA Circular C-151.)*

Compares farmers' costs for storing cash grain on the farm and at the elevator and traces reasons for changes in relationships, with elevator now cheaper than farm storage under average conditions.

## ORGANIZATION STRUCTURE OF FARMERS' ELEVATORS

*Circular C-115, 1953. 50 pp.*

Tells how to reorganize old elevators and organize new ones. Particularly for the use of those who contemplate forming an elevator association and for associations that need reorganization. (Includes organization forms and marketing agreements.)

## Livestock and Wool

### GLADES LIVESTOCK MARKET ASSOCIATION -- A FLORIDA OPERATION

*FCS Circular 13, 1956. 63 pp.*

Analyzes this auction's experience, giving an account of its operations, problems and how it is meeting and solving these. Is of interest to cattle raisers in the South who are considering establishing a livestock auction.

### WAYS TO IMPROVE LIVESTOCK AUCTIONS IN THE NORTHEAST

*FCS Circular 16, 1956. 10 pp.*

Suggests improvements in location, design and construction of facilities, equipment and operations of livestock auctions in the Northeastern States.

## LIVESTOCK AUCTIONS IN THE NORTHEASTERN STATES

*FCS Bulletin 8, 1956. 43 pp.*

Describes livestock auctions in 10 Northeastern States -- giving material that can be useful in improving livestock marketing methods and facilities throughout the area.

## FEEDER CALF SALES IN THE SOUTHEASTERN STATES

*FCS Circular 9, 1955. 44 pp.*

Discusses history, problems, and possibilities of feeder calf sales in the Southeastern States.

## USING YOUR LIVESTOCK CO-OP

*FCS Educational Circular 4, revised 1955. 16 pp.*  
(Formerly FCA Circular E-7.)

For county agents, extension workers, vocational teachers, and others; and for distribution to students.

## USING YOUR WOOL COOPERATIVE

*FCS Educational Circular 2, revised 1949. 12 pp.*  
(Formerly FCA Circular E-10.)

For county agents, extension workers, vocational teachers, and others; and for distribution to students.

## DECENTRALIZED MARKETING BY PRODUCERS LIVESTOCK COOPERATIVE ASSOCIATION, COLUMBUS, OHIO

*Bulletin 65, 1951. 152 pp.*

Tells how Producers Livestock Cooperative Association, Columbus, Ohio, has worked out an effective decentralized marketing system for its 100,000 producer members.

## MEASURING THE MARKETABILITY OF MEAT-TYPE HOGS

*Circular C-152, 1953.*

Reports on possibilities of detecting differences in value of various type hogs and of reflecting these to hog producers. Actual tests showing differences between live appraisals and the carcass value were made on 1,710 hogs.

## PRODUCING AND MERCHANDISING SAUSAGE IN SMALL PLANTS

*FCS Circular 5, 1953. (Formerly FCA Circular C-150.)*

Gives type of equipment needed, layout of floor plan, formulas for making sausage, and costs.



## Poultry and Eggs

### POULTRY AND EGG COOPERATIVES VARY WIDELY

*Bulletin Reprint 1, 1956. 18 pp.*

A reprint from FCS Bulletin 1, Farmer Cooperatives in the United States. Gives history, current status, and trends among poultry cooperatives.

### USING YOUR POULTRY AND EGG COOPERATIVE

*Educational Circular 9, 1955 - Slightly revised. 13 pp.*

For county agents, extension workers, vocational teachers, and others; and for distribution to students.

### OPERATING COSTS OF 15 COOPERATIVE POULTRY DRESSING PLANTS

*FCS Bulletin 4, 1952. 73 pp. (Formerly FCA Bulletin 70.)*

Gives detailed information from a study made of operating costs at 15 plants.

### LAYOUT AND OPERATIONS OF COOPERATIVE POULTRY DRESSING PLANTS

*Miscellaneous Report 101, 1946. 46 pp.*

Gives information on plant design and operations of 13 farmer cooperative poultry dressing plants, and includes several suggested floor plans.

### COOPERATIVE MARKETING OF EGGS AND POULTRY IN OHIO

*Bulletin 59, 1950. 69 pp.*

Discusses operations of Ohio egg and poultry cooperatives including location and territory served, volume handled, and methods of assembling eggs. Gives historical background of egg and poultry cooperatives in Ohio.

### COSTS OF HANDLING EGGS BY SELECTED COOPERATIVES IN THE NORTH CENTRAL STATES

*Miscellaneous Report 162, 1952. 47 pp.*

Gives costs, labor requirements, and other information pertaining to egg-handling services or operations.

## COSTS AND LABOR EFFICIENCY OF SPECIALIZED EGG MARKETING COOPERATIVES IN THE NORTHEAST

*Miscellaneous Report 158, 1952. 42 pp.*

Analyzes costs, cost variations, and factors affecting costs to find methods which will increase efficiency and thereby reduce costs in egg-handling plants.

## SOME EFFECTS OF MARKETING EGGS IN OHIO ACCORDING TO FEDERAL GRADES

*Miscellaneous Report 153, 1951. 22 pp.*

Gives effects on quality, production, and price brought about by paying egg producers according to grade of eggs.

## PLANS AND OPERATIONS OF FARM AND SMALL COMMERCIAL POULTRY DRESSING PLANTS

*Miscellaneous Report 147, 1950. 53 pp.*

Summarizes first-hand information on poultry dressing gathered from 48 farms and small commercial plants, and gives suggested layouts and equipment requirements. Gives floor plans of typical farm and commercial plants.

## SUGGESTIONS FOR FARM AND SMALL COMMERCIAL POULTRY DRESSING PLANTS

*Leaflet L-12, 1951. 11 pp.*

Excerpt from Miscellaneous Report 147 of that portion of the report which gives sketches of floor plans for farm and commercial poultry plants.

## Special Crops

### Dry Beans

## COOPERATIVES MARKET MANY SPECIAL CROPS

*Bulletin Reprint 4, 1956. 23 pp.*

A reprint from FCS Bulletin 1, Farmer Cooperatives in the United States. Describes the development of co-ops that market special crops, the current situation of these co-ops, and the probable direction they may go in the future.

WESTERN STATES BEAN COOPERATIVE - A JOINT SALES AGENCY  
*FCS Circular 7, 1954. 26 pp.*

Describes the history, operating methods, management, capital structure, and membership of Western States Bean Cooperative. Some 6,000 producers through 6 dry bean marketing associations in Colorado, Idaho, Wyoming and Montana own this joint sales agency.

## Rice

COOPERATIVE MARKETING OF RICE AND  
ITS PART IN THE WAR EMERGENCY  
*Circular C-129, 1943. 46 pp.*

Operations of the rice cooperatives and the impact of war conditions on their service.

## Tobacco

GROWER ATTITUDES TOWARD MARKETING TOBACCO COOPERATIVELY  
*Circular C-144, 1952. 54 pp.*

This study of grower attitudes gives ways by which a cooperative can keep its members better informed, marketing problems of growers, and ways the co-op can improve its services to members.

## PURCHASING

### Farm Supplies

DELIVERING YOUR FEED IN BULK  
*Information 1, 1955. 5 pp.*

Picture leaflet tracing steps in converting from sack to bulk feed delivery -- with some suggestions for both mill and farmers.

## COOPERATIVE ALFALFA DEHYDRATORS - COSTS AND OPERATIONS

*FCS Circular 12, 1956. 30 pp.*

Is a case study of operating costs at 8 cooperative alfalfa dehydrating plants and also reports briefly on the alfalfa dehydrating industry.

## FARMERS BUY SUPPLIES COOPERATIVELY

*Bulletin Reprint 3, 1956. 29 pp.*

A reprint from FCS Bulletin 1, Farmer Cooperatives in the United States. Gives story of development of farm supply cooperatives, their current status, and trends.

## BULK DISTRIBUTION OF FERTILIZER AND LIME IN THE NORTHEAST

*General Report 24, 1956. 38 pp.*

Reports on experiences of affiliates with the Cooperative G.L.F. Exchange, Ithaca, N. Y., in distributing fertilizer and lime by bulk handling methods. Of interest to farmer co-ops considering bulk distribution of fertilizer and lime.

## USING YOUR FARM SUPPLY CO-OP

*FCS Educational Circular 6. 12 pp.*

For members of associations, county agents, extension workers, vocational teachers, and others; and for distribution to students.

## BUSINESS RESEARCH OF REGIONAL FARM SUPPLY CO-OPS

*General Report 13, 1955. 25 pp.*

Supplies information on business research to help regional farm supply cooperatives evaluate their operations and services to farmers.

## OPERATIONS OF MAJOR REGIONAL PURCHASING COOPERATIVES 1941-1951

*Circular C-148, 1952. 25 pp.*

Gives operating trends, types of retail outlets, and value of farm supplies distributed at wholesale and retail and farm products marketed 1941-1951

OPERATIONS OF REGIONAL COOPERATIVES DOING LESS  
THAN \$5 MILLION SUPPLY BUSINESS, 1950-51

*Miscellaneous Report 171, 1953. 29 pp.*

Gives information on 53 small regional purchasing associations located throughout the United States.

FINANCIAL PROBLEMS OF PURCHASING COOPERATIVES

*Miscellaneous Report 157, 1952. 27 pp.*

Discusses effect of inflation on cash position and outlines methods of analysis for financial statements.

HANDBOOK ON MAJOR REGIONAL FARM SUPPLY  
COOPERATIVES, 1953 AND 1954

*FCS General Report 18, 1955. 69 pp.*

Gives rather detailed information on business of 23 major regional farm supply cooperatives and then summarizes their combined operations.

HANDBOOK ON MAJOR REGIONAL FARM SUPPLY  
COOPERATIVES 1954 AND 1955

*General Report 25, 1956. 61 pp.*

Presents information on 23 major regional farm supply cooperatives. Also analyzes combined group to show scope, character and significance of their business.

THE MISSISSIPPI FEDERATED COOPERATIVES' SYSTEM,  
ITS PURCHASING AND MARKETING SERVICES

*FCS Bulletin 2, 1954. 142 pp.*

Analyzes the present operations and related services of the Mississippi Federated Cooperatives' System, to show how Mississippi farmers helped themselves through cooperative effort.

FARMERS' COOPERATIVE FEED MILLS - PLANS AND OPERATIONS

*Miscellaneous Report 125, 1948. 41 pp.*

Gives drawings and discussions on 26 farmers' cooperative feed grinding and mixing plants.

## OPERATING COSTS OF SELECTED COOPERATIVE FEED MILLS AND DISTRIBUTORS

*Bulletin 56, 1950. 87 pp.*

Analyzes operating costs of 26 cooperative feed mills and 21 retail feed distributing organizations. Gives operating statements for individual mills and distributors. Of particular interest to managers and directors of similar types of plants.

## COSTS OF PELLETING FEEDS AT SELECTED COOPERATIVE FEED MILLS

*FCS Bulletin 3, 1951. 27 pp. (Formerly FCA Bulletin 63.)*

Analyzes cost of pelleting feed at 14 cooperative feed mills located in various parts of the country.

## DELIVERING FEED IN BULK

*FCS Circular 3, 1952. 30 pp. (Formerly FCA Circular C-143.)*

Discusses methods, equipment, costs and operating problems in delivering bulk feed.

## FEED BAGS - KINDS, COSTS AND PROBLEMS

*FCS Circular 2, 1954. 21 pp.*

Shows advantages and disadvantages of the three types of feed bags most commonly used -- cotton, burlap, and paper.

## PROBLEMS OF WESTERN COOPERATIVES IN OBTAINING AND DISTRIBUTING FERTILIZER

*General Report 11, 1955. 37 pp.*

Points out to farmer cooperatives in the Western States some problems in manufacturing and distributing fertilizer.

## FARMERS' COOPERATIVE FERTILIZER MANUFACTURING PLANTS (FACILITIES AND OPERATIONS)

*Circular C-145, 1952.*

Describes three types of fertilizer plants and discusses possibilities for bulk delivery of fertilizer.



## COOPERATIVE MANUFACTURE AND DISTRIBUTION OF FERTILIZER BY SMALL REGIONAL DRY-MIX PLANTS

*Circular C-126, 1941. 102 pp.*

Analysis of the operations of three farmers' fertilizer manufacturing associations in Alabama and Virginia. Contains organization forms and statistics on membership, cost of operation, and savings to farmers.

## ECONOMIC ASPECTS OF TRANSPORTATION AFFECTING A COOPERATIVE FERTILIZER PROGRAM IN THE NORTH CENTRAL STATES

*Miscellaneous Report 149, 1951. 78 pp.*

Gives information on procurement, manufacturing, and distributing fertilizer for 29 cooperative mixing plants and 9 superphosphate acidulating plants in the North Central States.

## DISTRIBUTION OF MACHINERY BY FARMERS' COOPERATIVE ASSOCIATIONS

*Circular C-125, 1941. 57 pp.*

Traces the development of farm-machinery distribution by farmers' purchasing associations and analyzes the operating results of such services in 24 local cooperatives and 5 wholesale associations. Also shows the extent of recent developments in cooperative assembling of tractors and the benefit from this program.

## PETROLEUM OPERATIONS OF FARMER COOPERATIVES

*Circular C-139, 1951. 46 pp.*

Gives comprehensive picture of what petroleum operations cooperatives are handling -- covering retail outlets, wholesaling, refining, crude oil production, and the like. Gives figures on volume of business.

## SUPPLYING PETROLEUM THROUGH FARMER CO-OPS

*Reprint 22, 1952. 16 pp.*

Contains reprints of several articles on petroleum cooperatives from the NEWS FOR FARMER COOPERATIVES.



PERFORMANCE STANDARDS FOR TANK TRUCK SALES OF  
CONSUMERS COOPERATIVE ASSOCIATION LOCALS

*Miscellaneous Report 166, 1952. 93 pp.*

Detailed analyses of tank truck salesmen's activities.  
Sets up suggested standards for tank truck salesmen to  
measure their performance by.

STANDARDS FOR TANK TRUCK SERVICEMEN IN WEST CENTRAL STATES

*Circular C-149, 1953. 23 pp.*

Gives standards set up, differences in delivery operations  
and costs, and helps in meeting standards.

Frozen-Food Locker Plants

FROZEN FOOD LOCKER PLANTS IN THE UNITED STATES

*General Report 28, 1956. 2 pp.*

Nineteenth annual count of frozen food locker plants by  
States, showing a decline since 1951.

FROZEN FOOD LOCKERS -- HIGHLIGHTS OF A SURVEY

*FCS Circular 17, 1956. 17 pp.*

Reports highlights of a national survey of frozen food  
locker plants.

COOPERATIVE FROZEN-FOOD LOCKER PLANTS

*Circular C-127, 1946. 82 pp.*

Discusses organization and operation of cooperative plants.

MERCHANDISING COMMERCIAL FROZEN FOODS  
BY LOCKER PLANTS, 1952

*Miscellaneous Report 175, 1953.*

Gives extent to which locker plants operate as wholesalers and retailers of commercial frozen food..

OPERATING COSTS OF SELECTED FROZEN  
FOOD LOCKER COOPERATIVES

*Bulletin 71, 1953.*

Gives cost of each major processing and storage service for three Midwestern frozen food locker cooperatives.

FROZEN FOOD LOCKER PLANTS--LOCATION, CAPACITY,  
RATES, AND USE, JANUARY 1, 1950

*Miscellaneous Report 146, 1951. 50 pp.*

Based on a survey of 11,442 frozen food locker plants. Report discusses location, capacity, patronage, services, volume, and rates and charges in locker plants.

## Farm Services

### Insurance

DEVELOPING A GROUP INSURANCE PLAN FOR  
EMPLOYEES FOR COOPERATIVES

*FCS General Report 17, 1955. 24 pp.*

Based upon a study of 40 selected group insurance plans used by farmer cooperatives. Discusses characteristics, factors affecting costs, kinds available, and ways of determining costs.

## INSURING THROUGH YOUR FARMERS' MUTUAL

*Circular E-15, revised 1949. 16 pp.*

For county agents, extension workers, vocational teachers, and others; and for distribution to students.

## FARMERS' MUTUAL WINDSTORM-INSURANCE COMPANIES

*Bulletin 21, 1938. 39 pp.*

Outlines the origin, growth, and significance of farm mutual windstorm-insurance companies. Discusses their contract forms, internal organization, methods of operation, protection offered, and cost of this protection.

## Rural Health

### RURAL HEALTH COOPERATIVES

*Bulletin 60, 1950. 93 pp.*

Outlines purposes and general principles of health cooperatives. Discusses accomplishments, membership, operations, and services offered. Based on a survey of 48 health cooperatives.

### COOPERATION FOR RURAL HEALTH

*Miscellaneous Report 123, 1948. 55 pp.*

Reviews operations of rural health cooperatives during the period 1945-47. Summarizes broad measures to improve health services, outlines in detail three systems of prepayment, and suggests how rural health improvement programs can be worked out in communities where little or nothing has been done.

## TRANSPORTATION

### COORDINATING TRANSPORTATION IMPROVES MARKETING AND PURCHASING FOR MINNESOTA COOPERATIVES

*Bulletin 57, 1950. 64 pp.*

Shows how a coordinated transportation set-up among Minnesota cooperatives gives them better and more economical service for their marketing and purchasing activities.

MOTORTRUCK INVENTORY OF FARMER COOPERATIVES,  
MARCH 31, 1951

*Miscellaneous Report 168, 1952. 20 pp.*

Gives results of a survey on the number, types, and distribution of motor trucks owned or leased by farmer marketing and purchasing cooperatives.

NORTH DAKOTA COOPERATIVES COORDINATE  
TRANSPORTATION FOR ECONOMY AND SERVICE

*Miscellaneous Report 132, 1949. 54 pp.*

Shows how one group of farmer cooperatives made savings by joining forces to handle their transportation activities.

COOPERATIVE FERTILIZER TRANSPORTATION IN THE  
NORTH CENTRAL STATES

*General Report 7, 1954. 23 pp.*

Graphically presents transportation cost and other data to help farmers develop a more efficient cooperative fertilizer distribution service in the area.

## NUMERICAL LIST OF AVAILABLE PUBLICATIONS BY SERIES

If you order several publications, please mark numerical list on pages 35-43. Then tear out the perforated pages and send them in to have your order filled.

You may obtain free from the Farmer Cooperative Service a limited number of copies of most of the publications listed. The Superintendent of Documents, United States Government Printing Office, Washington 25, D. C., sells Circulars and Bulletins. If you want a larger amount of these two types of publications, you may buy them from that office. Check the right hand columns on pages 35-39 for the price of each publication. The Government Printing Office allows a discount of 25 percent if you purchase in quantities of 100 or more. Please make your check payable to the Superintendent of Documents.

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### 1. Publications Available from Farmer Cooperative Service (Also on Sale at Government Printing Office)

Numbered Circulars:		G. P. O. PRICE CENTS
FCS 1.	Cooperative business training for farm youth	20
FCS 2.	Feed bags -- kinds, costs and problems	15
FCS 3.	Delivering feed in bulk	15
FCS 4.	Fall premium milk pricing plans	15
FCS 5.	Producing and merchandising sausage in small plants	15
FCS 6.	Changing grain storage costs	10
FCS 7.	Western States Bean Cooperative - a joint sales agency	15
FCS 8.	Progress in farm-to-plant bulk milk handling	25
FCS 9.	Feeder calf sales in the Southeastern States	20
FCS 10.	New country elevators - influence of size and volume on operating costs	15
FCS 11.	Selecting a program for butterfat sampling	15

FCS 12.	Cooperative alfalfa dehydrators - costs operations	20
FCS 13.	Glades livestock market association -- a Florida operation	
FCS 14.	Comparing bulk and can milk hauling costs	
FCS 15.	How women help their farmer co-ops	20
FCS 16.	Ways to improve livestock auctions in the Northeast	10
FCS 17.	Frozen food lockers -- highlights of a survey (Not for sale)	

#### Educational Circulars:

1.	The story of farmers' cooperatives	15
2.	Using your wool co-op	10
3.	Guide for teaching farmer cooperation	15
4.	Using your livestock co-op	10
6.	Using your farm supply co-op	10
7.	Using your fruit and vegetable co-op	10
8.	Using your co-op elevator	5
9.	Using your poultry and egg co-op	10
10.	Forming farmer cooperatives	10
11.	Sizing up your cooperative	10
12.	Farmer cooperatives in our community	

#### Circulars "C":

C-109.	Organizing a cooperative cotton gin	10
C-114.	Crushing cottonseed cooperatively	10
C-115.	Organization structure of farmers' elevators	10
C-119.	Operating methods of Challenge Cream & Butter Association	10
C-123.	Personnel management in farmers' cooperatives	10
C-124.	Distribution of milk by farmers' cooperative associations	15
C-125.	Distribution of machinery by farmers' cooperative associations	10
C-126.	Cooperative manufacture and distribution of fertilizer by small regional dry-mix plants	20
C-127.	Cooperative frozen food locker plants	25



C-129.	Cooperative marketing of rice and its part in the war emergency	15
C-130.	Cottonseed improvement associations	10
C-131.	The Cotton Producers Association	25
C-132.	Marketing policies of the California Prune and Apricot Growers Association	20
C-134.	Your peaches in the market	15
C-135.	The California Fruit Growers Exchange system	40
C-136.	Butter pricing by Iowa Creameries	15
C-137.	Members' knowledge and attitudes -- Calavo Growers of California	10
C-138.	Citrus packing house cost in California	10
C-139.	Petroleum operations of farmer cooperatives	25
C-140.	Patrons appraise cooperative relations	20
C-141.	Working together to market Florida citrus fruit	15
C-142.	Food brokers appraise cooperative marketing practices	10
C-144.	Grower attitudes toward marketing tobacco cooperatively	15
C-145.	Cooperative fertilizer plants	15
C-146.	California Walnut Growers Association	15
C-148.	Operations of major regional purchasing co-ops, 1941-1952	15
C-149.	Standards for tank truck servicemen	15
C-152.	Measuring the marketability of meat-type hogs	15

Circulars "E":

E-9.	Using your co-op gin	10
E-15.	Insuring through your farmers' mutual	10
E-22.	Merchandising by farmers' cooperatives	10
E-24.	Three principles of agricultural cooperation	5
E-25.	Using a local cooperative as source material for teaching	5

Bulletins:

FCS 1.	Farmer cooperatives in the United States (Major revision of Bul. 54) Bulletin Reprint 1 - Poultry and egg cooperatives vary widely (Not for sale) Bulletin Reprint 2 - Dairy cooperatives help find markets (Not for sale) Bulletin Reprint 3 - Farmers buy supplies cooperatively (Not for sale) Bulletin Reprint 4 - Cooperatives market many special crops (Not for sale) Bulletin Reprint 5 - Agricultural cooperation - pioneer to modern (Not for sale)	\$1.25
FCS 2.	Mississippi Federated Cooperatives system	60
FCS 3.	Costs of pelleting feeds at selected cooperative feed mills	15
FCS 4.	Operating costs of 15 cooperative poultry dressing plants	25
FCS 5.	Developing butterfat sampling and testing programs	25
FCS 6.	Pricing milk according to use	25
FCS 7.	Using gin machinery more effectively	15
FCS 8.	Livestock auctions in the Northeastern States	25
FCS 9.	Meeting seasonal problems of dairy cooperatives through education	
21.	Farmers' mutual windstorm-insurance companies	10
28.	Accounting procedure for cooperative grain elevators	25
29.	Terminal fruit auctions as marketing agencies for farmer cooperatives - (Not for sale)	
39.	Cooperative creamery accounting	35
40.	Cooperative grain marketing by local warehouses and elevators in the Pacific Northwest	10
55.	Cooperative marketing of apples in the United States	25

56.	Operating costs of selected cooperative feed mills and distributors	25
57.	Coordinating transportation improves marketing and purchasing for Minnesota cooperatives	20
58.	Where and how much cash grain storage for Oklahoma farmers	20
59.	Cooperative marketing of eggs and poultry in Ohio	25
60.	Rural health cooperatives	30
61.	Where and how much cash grain storage for North Dakota farmers	20
62.	Cooperative marketing of potatoes in the United States	25
64.	Cooperative shipping point auctions for fruits and vegetables	20
65.	Decentralized marketing by Producers Livestock Cooperative Association, Columbus, Ohio	35
66.	Factors affecting margins and costs in marketing Kansas grain	20
67.	Costs and margins of cooperative cotton gins, 1947-48 and 1948-49	25
68.	Where and how much cash grain storage for Indiana farmers	20
69.	Farm-to-plant milk hauling practices of dairy cooperatives	20
71.	Operating costs of selected frozen food locker cooperatives	20

Others:

News for Farmer Cooperatives	10
(Subscription at Government Printing Office - \$1.00 a year, \$1.50 a year foreign)	
Indexes to News for Farmer Cooperatives	15

**II. Publications Available from Farmer Cooperative Service  
 (Not Stocked by Government Printing Office)**

Miscellaneous Reports (Not for sale):

- 92. Making the most of your co-op annual meeting
- 93. Floor plans for small cooperative dairy plants

101. Layout and operations of cooperative poultry dressing plants
106. Preparing Federal annual returns for tax exempt farmer cooperatives
107. Farmers' produce markets in the United States. Part II. Plans and facilities - Part 1 and 2
123. Cooperation for rural health
125. Farmers' cooperative feed mills - plans and operations
128. Working manual for cooperative cottonseed oil mill operators
131. An analysis of the base-quota plan in the Memphis milkshed
132. North Dakota cooperatives coordinate transportation for economy and service
136. Base-surplus plan in Madison, Wis. milk market
139. Wholesale distribution of citrus fruits in five terminal markets December 1946-March 1947
143. Coordinating the marketing of Florida citrus fruit
146. Frozen food locker plants -- location, capacity, rates and use, January 1, 1950
147. Plans and operations of farm and small commercial poultry dressing plants
148. Frozen food locker cooperatives in Illinois, 1949
149. Economic aspects of transportation affecting a cooperative fertilizer program in the North Central States
151. Marketing practices of cooperatives processing canned and frozen fruits and vegetables
153. Some effects of marketing eggs in Ohio according to Federal grades
154. Opinions of buyers on the marketing program of cranberry cooperatives
155. Dairy cooperatives and large-scale plants
156. Recent Federal income tax changes affecting cooperatives
157. Financial problems of purchasing cooperatives
158. Costs and labor efficiency of specialized egg marketing cooperatives in the Northeast
159. Production and sales records for milk distributing cooperatives
160. Pumping curd and whey in making cheddar and granular cheese

162. Costs of handling eggs by selected cooperatives in the North Central States
163. Cost of prepackaging potatoes
165. Agricultural cooperation in Denmark and Sweden
166. Performance standards for tank truck salesmen of Consumers Cooperative Association locals
167. Selected industry-wide fruit marketing programs
168. Motortruck inventory of farmer cooperatives  
March 31, 1951
171. Operations of regional cooperatives doing less than \$5 million supply business
173. Acquiring citrus fruit for concentrating by processors in Florida
174. Making your membership publication do the job
175. Merchandising commercial frozen foods by locker plants
176. Research in agricultural cooperation - Problem areas - Preliminary

General Reports (Not for sale):

1. Recent Federal income tax changes affecting farmer cooperatives
3. Estimating the market value of a milk distributing business
4. Agricultural cooperation in Western Europe -  
Section A. Benelux countries. Section B. England, France, Italy, and Switzerland.  
Section C. Norway, Sweden and Denmark.
5. Artificial corn drying costs, charges, and practices in Indiana
7. Cooperative fertilizer transportation in the North Central States
8. Educational practices of farmer cooperatives
10. Butterfat sampling in bulk handling and comparative milk solids losses
11. Problems of western cooperatives in obtaining and distributing fertilizer
12. Employee incentive plans in industry
13. Business research of regional farm supply co-ops
14. Selecting and electing directors of farmers cooperatives
15. Statistics of farmers cooperatives, 1952-53
16. Milk distribution costs of Georgia cooperatives
17. Developing a group insurance plan for employees of cooperatives



18. Handbook on major regional farm supply cooperatives - 1953 and 1954
20. Selling milk ... ideas for cooperative management
21. Processing and marketing cottonseed cooperatively
22. Bulk milk handling in 1955
23. Statistics of farmer cooperatives, 1953-54
24. Bulk distribution of fertilizer and lime in the Northeast
25. Handbook on major regional farm supply cooperatives, 1954 and 1955
26. The work of State cooperative councils
27. Farmers' equities in their marketing and farm supply co-ops - 1954
28. Frozen food locker plants in the United States - nineteenth annual count

#### Educational Aids (Not for sale):

1. Farmer cooperation ... an American way
  - Section A ... 4-H dramatization
  - Section B ... 4-H illustrated talks
  - Section C ... 4-H demonstrations
  - Section D ... YMW illustrated talk
  - Section E ... Illustrated talk ... the American private enterprise system
  - Section F ... Group demonstrations
  - Section G ... The business rights to Main Street under private enterprise
2. 4-H clubs and co-ops
3. Better living
4. Future farmers and co-ops

#### Information

1. Getting your feed in bulk
2. Farmer cooperative films
3. List of publications

#### Reprints from News for Farmer Cooperatives (Not for sale):

2. Directors drivewheel of cooperatives
5. Membership publications tell co-op story
9. Ideas for making annual meetings effective
11. Public relations inevitable



- 22. Supplying petroleum through farmer co-ops
- 23. Co-ops in other lands
- 52. Good management - key to co-op success
- 57. New ideas in public relations
- 100. The work of Farmer Cooperative Service
- 103. Membership participation - what, how and why?
- 123. Women and co-ops

Others (Not for sale):

Supplement 1, U.S.D.A. Library List 41.

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